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1. A long time smoker reads an article how smoking leads to cancer. The smoker then says to himself "I exercise a lot, so it doesn't matter if I smoke."
This smoker's reasoning illustrates which of the following?
 - A) Schema modification
 - B) Rejection of truth
 - C) Cognitive dissonance
 - D) Deductive reasoning
 - E) Rationalization
 2. Which of the following statements is an example of the just-world phenomenon?
 - A) "All unemployed people are just lazy"
 - B) "I had a feeling I was going to win the lottery today"
 - C) "I didn't get a good grade in that class because the test was unfair"
 - D) "He didn't say hello this morning; he must be a rude person"
 - E) "She did well on that exam; she must be very smart"
 3. Which of the following is true concerning the fundamental attribution error?
 - A) People in collectivist cultures emphasize dispositional factors over situational factors
 - B) It is more likely to occur in individualistic cultures rather than collectivist cultures
 - C) People in general are more likely to overestimate situational factors rather than dispositional factors.
 - D) People regard situational factors equally with dispositional factors
 - E) Individualistic cultures place a heavy emphasis on situational factors rather than dispositional factors.
 4. Joanne helped Mary by picking up her daughter from school today, so Mary offered to pick up Joanne's daughter the following week. This illustrates
 - A) companionate love
 - B) informational influence
 - C) social facilitation
 - D) reciprocity
 - E) overjustification
 5. Paul is always late, but Sarah still likes him because his good qualities, such as being smart, funny, and caring, outweigh his bad qualities. This illustrates
 - A) the mere exposure effect
 - B) social facilitation
 - C) equity
 - D) social exchange theory
 - E) cognitive dissonance
 6. Social exchange theory states that
 - A) most humans are driven to perform altruistic acts
 - B) we have a need to develop intimate relationships with others
 - C) people will be less likely to help someone if they are in a group than if they are alone
 - D) social behavior aims to maximize benefits and minimize costs
 - E) stereotype threat may prevent people from donating money to charitable causes
 7. The fact that members of an outgroup appear more similar to one another than members of an ingroup appear to each other is known as
 - A) the outgroup homogeneity effect
 - B) groupthink
 - C) the ingroup bias
 - D) superordinate goals
 - E) the prisoner's dilemma
 8. Janet is a businesswoman in a meeting with five men. The men frequently make rude comments and say that women aren't tough enough to handle a corporate environment. One day the men were giving Janet a hard time and she began to cry, supporting their stereotype that women aren't tough enough to be in the business world. This illustrates
 - A) cognitive dissonance
 - B) confirmation bias
 - C) the fundamental attribution error
 - D) social facilitation
 - E) ethnocentrism
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9. A woman named Kitty Genovese was murdered while a number of New Yorkers watched from their apartments. The onlookers did not call the cops right away, even though they were watching the brutal scene take place. This created interest in studying
- A) bystander intervention
 - B) hindsight bias
 - C) altruism
 - D) social loafing
 - E) prejudice
10. Studies of bystander intervention have found that
- A) a person is most likely to help someone else in distress if the person witnessing the event is by himself
 - B) a person is most likely to help someone else in distress if he is a good-hearted person
 - C) men are more likely to help women in distress than other men
 - D) altruistic behavior occurs most frequently in big cities
 - E) if a person is in a rush, they are more likely to help someone else in distress
11. Denise attributed her good grade in science to her strong work ethic, and her bad grade in Spanish to the teacher's unrealistic expectations. This illustrates
- A) the fundamental attribution error
 - B) the false consensus effect
 - C) the self-serving bias
 - D) motivated skepticism
 - E) the hindsight bias
12. The tendency to take credit for positive outcomes by attributing them to internal causes, and to blame negative outcomes by attributing them to external causes is known as
- A) the self-serving bias
 - B) the fundamental attribution error
 - C) false consensus effect
 - D) social cognition
 - E) hindsight bias
13. Which of the following psychologists proposed cognitive dissonance theory?
- A) Festinger
 - B) Asch
 - C) Milgram
 - D) Heider
 - E) Zimbardo
14. Mrs. Gardner was asked to put a small sign in her window advertising a blood drive. Two weeks later, she was asked to display a much larger sign on her front lawn advertising the blood drive and she agreed. This illustrates
- A) social loafing
 - B) the foot in the door phenomenon
 - C) cognitive dissonance
 - D) the self-serving bias
 - E) the representativeness heuristic
15. Which of the following psychologists proposed an attribution theory which states that people attribute behavior either to a person's personal disposition or the situation?
- A) Freud
 - B) Heider
 - C) Maslow
 - D) Milgram
 - E) Asch
16. Sam is driving home when another vehicle cuts him off. Immediately, Sam thinks that the driver is a careless, inconsiderate person. He does not consider that the driver may be having a bad day or be rushing off to see a sick child. Sam is committing
- A) the inference error
 - B) the self-fulfilling prophecy
 - C) stereotype threat
 - D) the fundamental attribution error
 - E) ethnocentrism
17. Martha is participating in a study where she is asked to speak with a few individuals and rate how outgoing or shy they are. She is told that certain individuals have been instructed to act very friendly and others have not. Even knowing this, Martha rates those who were told to act friendly as more outgoing than those who were not told to act friendly. This illustrates
- A) unconditional positive regard
 - B) cognitive dissonance
 - C) the fundamental attribution error
 - D) the self-serving bias
 - E) an internal locus of control

18. Stacy's teacher thought she was a very shy and reserved young woman since she rarely talked in class. She was therefore quite surprised when Stacy was playing the lead role in the school play which was a loud, energetic part. Stacy's teacher was affected by
- A) the fundamental attribution error
 - B) the availability heuristic
 - C) cognitive dissonance
 - D) the self-serving bias
 - E) the self-fulfilling prophecy
19. A person who is asked to rate an activity as fun or exciting, but privately feels that the activity is boring, may experience which of the following?
- A) Rationalization
 - B) Doublethink
 - C) Attitude distortion
 - D) Cognitive dissonance
 - E) Deindividuation
20. Steven assumes that the majority of people share his beliefs about education. This is an example of
- A) the false consensus effect
 - B) the mere exposure effect
 - C) ingroup bias
 - D) confirmation bias
 - E) fundamental attribution error
21. Which of the following theories proposes the idea that we assign causation for a person's behavior due to either the situation at hand or personality factors?
- A) Impression formation
 - B) Social facilitation
 - C) Drive theory
 - D) Attribution theory
 - E) Dramaturgy
22. Mary sees John stomp through the hallway and slam the door to a classroom. She thinks "John must have had an argument with his girlfriend again." This is an example of a
- A) dispositional attribution
 - B) situational attribution
 - C) fundamental attribution error
 - D) conditional attribution
 - E) contingent attribution
23. In Stanley Milgram's 1970s obedience studies, which of the following significantly reduced the subject's willingness to obey orders to administer potentially "life-threatening" shocks?
- A) Race of the learner (i.e the one receiving shocks)
 - B) Presence of a confederate objecting to the shocks
 - C) Education level of the subject
 - D) Gender of the subject
 - E) Increased complaints by the learner of intense pain
24. Obedience studies, such as Stanley Milgram's obedience studies in the 1970s, demonstrate that
- A) race and ethnicity play a large role in the degree to which a person will obey orders
 - B) women are more likely to obey orders to which they disagree with than men are
 - C) the perception of legitimate authority will induce higher obedience
 - D) more educated people are less willingly to obey orders to which they disagree strongly
 - E) most people are not willing to obey orders to which they strongly object to
25. Milgram's research showed that
- A) people who commit acts of violence have personality flaws
 - B) Nazi death camp commanders were hostile, evil people
 - C) ordinary people are capable of committing acts of violence because of social influences
 - D) people will not conform to assigned roles unless they are given large rewards
 - E) people are very good at resisting authority when they strongly believe that what the authority figure tells them to do is wrong
26. Natasha doesn't smoke, but all of her friends do. When she is around them they offer her a cigarette and she decides to accept it. This is due to
- A) informational influence
 - B) reciprocal determinism
 - C) the influence of the spotlight effect
 - D) normative social influence
 - E) ingroup bias

27. Solomon Asch is best known for his research on

- A) group polarization
- B) cognitive dissonance
- C) conformity
- D) social loafing
- E) stereotype threat

28. Solomon Asch's experiments demonstrated

- A) the power of authority to command the obedience from people
- B) people tend to come away from group discussion with more extreme views than they initially entered
- C) diffusion of responsibility
- D) that people tend to agree with the majority opinion, even if they privately disagree
- E) people's overestimation of the degree to which other people hold similar viewpoints and attitudes

29. Which of the following is true about behavior and violent television?

- A) Watching violent television causes children to demonstrate violent behavior
- B) Watching violent television is correlated with increased aggressive behavior
- C) Violent television has no effect on violent behavior
- D) Violent children watch more violent television
- E) Violent behavior is caused by violent children watching violent television

30. The actions of students in a large riot at a football game or a food fight in the school cafeteria can best be explained by

- A) social loafing
- B) social facilitation
- C) group polarization
- D) deindividuation
- E) informational social influence

31. The results of Stanley Milgram's experiment showed that

- A) in the presence of disobedient role models, subjects become more willing to be perceived as obedient by authoritative figures
- B) a person may obey orders to inflict torturous pain on a person, but they will never obey orders to inflict pain that is potentially deadly
- C) perceived authority of a person giving orders has little effect on the relative obedience of the person receiving orders
- D) a person will obey orders to inflict torturous pain on a person despite moral values
- E) a person's moral values and sense of right will always overcome the power of authority

32. People who are part of a group feel less accountable, worry less about what others think, and view their contribution towards whatever the group goal is as dispensable. This is known as

- A) deindividuation
- B) social loafing
- C) group polarization
- D) groupthink
- E) social facilitation

33. A bully is taunting another one of his classmates on the playground. There are many children playing on the playground, but nobody defends the classmate being bullied. This is an example of

- A) perceived acceptance
- B) bystander fallacy
- C) social facilitation
- D) diffusion of responsibility
- E) instrumental aggression

34. A group of adolescents dressed up for Halloween may be more likely to commit acts of vandalism because of

- A) outgroup homogeneity effect
- B) deindividuation
- C) ingroup bias
- D) social loafing
- E) dehumanization

35. It would be easier for a group like the Ku Klux Klan to commit violent acts while wearing their hoods than if they were not wearing their hoods. This is because of

- A) groupthink
- B) deindividuation
- C) reaction formation
- D) phi phenomenon
- E) learned helplessness

36. Jamie's high school clique of friends is her
- A) groupthink
 - B) group polarization
 - C) ingroup
 - D) scapegoat
 - E) outgroup
37. Individuals who are perceived to be different from one's ingroup are considered
- A) part of an outgroup
 - B) scapegoats
 - C) victims of prejudice
 - D) representatives of stereotypes
 - E) deindividuated
38. On a crowded New York City street a man passes out and falls to the ground. The people passing by do not stop to help him. This is an example of
- A) social facilitation
 - B) hindsight bias
 - C) diffusion of responsibility
 - D) social loafing
 - E) prejudice
39. The Cuban Missile Crisis provides an example of
- A) deindividuation
 - B) self-serving bias
 - C) internal locus of control
 - D) groupthink
 - E) social loafing
40. Which of the following is NOT a way to prevent groupthink?
- A) Invite experts to critique ongoing plans
 - B) Assign group members to identify possible problems
 - C) Encourage different opinions to be heard
 - D) Suppress dissenters
 - E) Encourage debate
41. Marcia is in group therapy for her alcohol problem. She is benefiting from therapy because everyone in her group has a strong desire to get better. After meeting with her group she has an even stronger commitment to not drink. The group therapy process is utilizing the beneficial effects of
- A) deindividuation
 - B) group polarization
 - C) internal locus of control
 - D) social loafing
 - E) dehumanization
42. When people with similar beliefs get together, their beliefs are often strengthened. This is called
- A) deindividuation
 - B) general adaptation syndrome
 - C) group polarization
 - D) internal locus of control
 - E) imprinting
43. A study shows that people clap less when they are in a group than when they are by themselves. This illustrates
- A) social loafing
 - B) the spotlight effect
 - C) group polarization
 - D) assimilation
 - E) reciprocal determinism
44. Sarah is a skilled ballet dancer, she always dances well, but she dances her best in front of an audience. This illustrates
- A) the spotlight effect
 - B) social loafing
 - C) deindividuation
 - D) social facilitation
 - E) groupthink
45. Which of the following did Philip Zimbardo's Stanford Prison Experiment demonstrate?
- A) The power of social context and social situations to control human behavior
 - B) One prefers people who share similar beliefs and political attitudes
 - C) The power of conformity to make a person give wrong answers to join the group consensus
 - D) The power of authority to induce people to obey even the cruelest of orders
 - E) The power of one; if one voice dissents with clear logic, the rest are more likely to follow through
46. The tendency for a person to come away from a group discussion with more extreme views than he or she had before, can be attributed to
- A) social facilitation
 - B) deindividuation
 - C) groupthink
 - D) group polarization
 - E) social control

47. The concept of groupthink refers to the fact that
- A) individuals in group situations will mold their opinions to match the general consensus of the overall group
 - B) a person will feel less responsibility and obligation to help in a group situation rather than in an individual situation
 - C) people who are in a school or work situation will make friends with those who they have the most contact with
 - D) a person will be more likely to admit to prejudicial opinions if in a group of people who are of similar race or ethnicity
 - E) a person's individual positive performance will increase by being in a group setting
48. Behavior that is helpful for others but requires a self-sacrifice on the part of the individual is described as which of the following?
- A) Prosocial behavior
 - B) Diffusion of responsibility
 - C) Type A behavior pattern
 - D) Altruism
 - E) Reaction formation
49. Altruism is
- A) a prosocial behavior
 - B) a destructive behavior
 - C) a self-monitoring behavior
 - D) an antisocial behavior
 - E) an accidental action
50. The concept of the mere exposure effect refers to the fact that
- A) the more we come in contact with someone, the more likely we are to like that person
 - B) repeated exposure to a conditioned stimulus will reduce its effects
 - C) the validity of an assessment test declines if a person has seen or heard about the questions beforehand
 - D) the immune system can produce antibodies instantly when exposed to an antigen
 - E) "familiarity breeds contempt"

51. According to Albert Bandura, aggression is a result of
- A) social learning
 - B) reaction formation
 - C) evolutionary mechanisms
 - D) genetic heritability
 - E) operant conditioning
52. Which of the following is NOT considered to be aggression?
- A) A dog growls at a human trying to touch her young.
 - B) Two young children fight angrily over a toy
 - C) A young boy hits his little sister when his mother isn't watching
 - D) A cat hunts and kills a mouse in the backyard
 - E) A young boy takes another boy's toy while playing without permission
53. The idea that people in poor areas who live in crowded conditions commit more violent crimes can be explained by
- A) the frustration-aggression principle
 - B) the temperament principle
 - C) the foot in the door technique
 - D) the aversive event theory
 - E) the self-fulfilling prophecy effect
54. The idea that frustration creates anger, which in turn leads to aggression is known as
- A) the temperament principle
 - B) the foot in the door technique
 - C) the aversive event theory
 - D) the frustration-aggression principle
 - E) the self-fulfilling prophecy effect
55. Labeling a group as "the enemy" is a common example of which of the following?
- A) Outgroup alienation
 - B) In grouping
 - C) Scapegoating
 - D) Dissimilarity
 - E) Social distance